

2014

2015

**Earth Company**

Annual Report



**"We do not inherit the earth from our ancestors. We borrow it from our children."**

2015

# Bella Galhos

Founder of the Leublora Green School  
Advisor to the President of Timor-Leste

Having witnessed the murder of her brothers and experienced human trafficking herself during the Indonesian occupation of Timor-Leste, Bella spent her adolescence fighting for her country's liberation. When she narrowly escaped death at age 18, she decided that she could best serve her country by supporting the struggle for independence from abroad. Bella enlisted in the Indonesian military and led a double life for three years, enduring all kinds of sexual and physical assaults. Bella finally managed to persuade the Indonesian government to send her as a pro-Indonesia

representative on a youth exchange program to Canada. While on this program, she successfully claimed asylum. From Canada, she continued to support the resistance and the fight for Timor-Leste's independence.

It's impossible not to be moved by Bella's story, her courage, and the passion with which she fights for her country's future. As she now puts all her energy into creating a better future for Timor-Leste's children through the Leublora Green School, she is a more than worthy recipient of our support.

2016

# Robin Lim

Founder of the Bumi Sehat Foundation  
Midwife

Prompted by the death of her sister due to complications during pregnancy, Robin works tirelessly to protect the women of this world from enduring a similar fate. Based in Indonesia, a country with the highest child and maternal mortality rate in ASEAN, Robin has devoted her life to caring for mothers and their babies. Through her Bumi Sehat clinics, she and her team are providing gentle and natural childbirth and healthcare, free of charge, 24 hours a day, 7 days a week to those most in need. Bumi Sehat clinics in Indonesia, the Philippines and other disaster-struck areas around the

world have delivered over 8,000 babies and provide free healthcare and educational solutions for over 220,000 cases every year (2015 data).

Going far beyond what would normally be expected, Bumi Sehat even continues to protect the lives of mothers and the children after birth. In Robin's words, "All you need is love, kindness, patience and belief in the mother. If you believe in them, they will shine."

## 4 Earth Company's Founding Story

## 6 Co-Founders' Profiles

## 8 Our Activities: Earth Company's 3 Pillars

## 10 Impact Hero of the Year

## 12 Impact Hero of the Year 2015 Bella Galhos : Leublora Green School, Timor-Leste

## 16 Impact Hero of the Year 2016 Robin Lim : Bumi Sehat Foundation, Indonesia

## 20 Our Work Style

## 22 Projects in the Pipeline

## 23 How to Get Involved

## 24 Financial Report

## 25 Our Key Partners / Contact Details

Earth Company  
Annual Report 2014 • 2015

## Contents





# Shedding Light on the Agents of Hope

Earth Company's Founding Story

In February 2014, Aska and Tomo Hamakawa each received a humbling and inspiring award called the Unsung Heroes of Compassion from His Holiness the Dalai Lama. This award is given to 50 individuals from around the world every four years to recognize their tireless and compassionate efforts to make this world a better place.

Not convinced that their contributions were worthy of such recognition, Aska and Tomo declined the awards at first. However, they later reconsidered as they began to see the award as a springboard to furthering the contributions they could make to the world. They began to think about how they could use the platform to shine a light on the work of heroic people they knew who also deserved greater recognition and support. They thought about the life, struggle and heroism of their friend, Bella Galhos. "If we could bring Bella as a guest to the award ceremony and introduce her work to a larger audience, then that itself would give meaning to the award," they thought.

For over a decade, Aska and Tomo had worked in international development and met many inspiring individuals, but they couldn't think of anyone more suitable for the Unsung Heroes award than Bella. Bringing Bella to the award ceremony and enabling her to tell her story to influential people would open up invaluable opportunities for her. Aska and Tomo realized this bridge-building chance would give deep significance to their accepting the awards.

They first met Bella in 2007 when they were all pursuing postgraduate studies at the University of Hawaii. While Bella was studying so she could better contribute to the rebuilding of her young country of Timor-Leste, she was also sending part of her scholarship fund as remittance to support her large family in Timor, including 43 siblings and dozens of relatives. Listening to her life stories and future vision for the children of her country, Aska and Tomo made a commitment to support her whenever she decided to take action.

When Aska and Tomo invited Bella to attend the Unsung Heroes award ceremony as their guest, she shared her dream of starting the first environmental education facility for children and youth in Timor-Leste. She also explained how she saw greater respect for nature as not only a pressing need in order to have a sustainable environment, but also how instilling a respect for life in all its forms was essential for the children of Timor-Leste to work together to build a bright and prosperous future for their country. Although the Timorese government had initially backed the project, it later decided to withdraw the financial support it had once offered to the green school initiative. It was then and there that Aska and Tomo saw a concrete way that they could support Bella in her work to rebuild her country.

This marked the beginning of Earth Company.

The world is blessed with inspiring individuals like Bella who serve as agents of hope and inspire those around them to believe in a better tomorrow through their daily work. In their journeys around the world, Aska and Tomo have

had the good fortune of encountering several of these extraordinary, heroic talents who are mobilizing people and creating social change.

While the work of these "Impact Heroes" is transformative for those around them, they do not necessarily have access to sufficient financial, human, or other resources to enable them to maximize their impact. This is where Aska and Tomo saw that they could help. Thus, the purpose of Earth Company is to shed light on these individuals and provide them with access to resources and technical support that they can leverage into making a greater and more tangible social impact. Earth Company envisions a better, more livable world for our children and grandchildren. These Impact Heroes – the frontline change-makers and agents of hope – are playing an essential role in the achievement of this vision and Earth Company is proud to support their work.



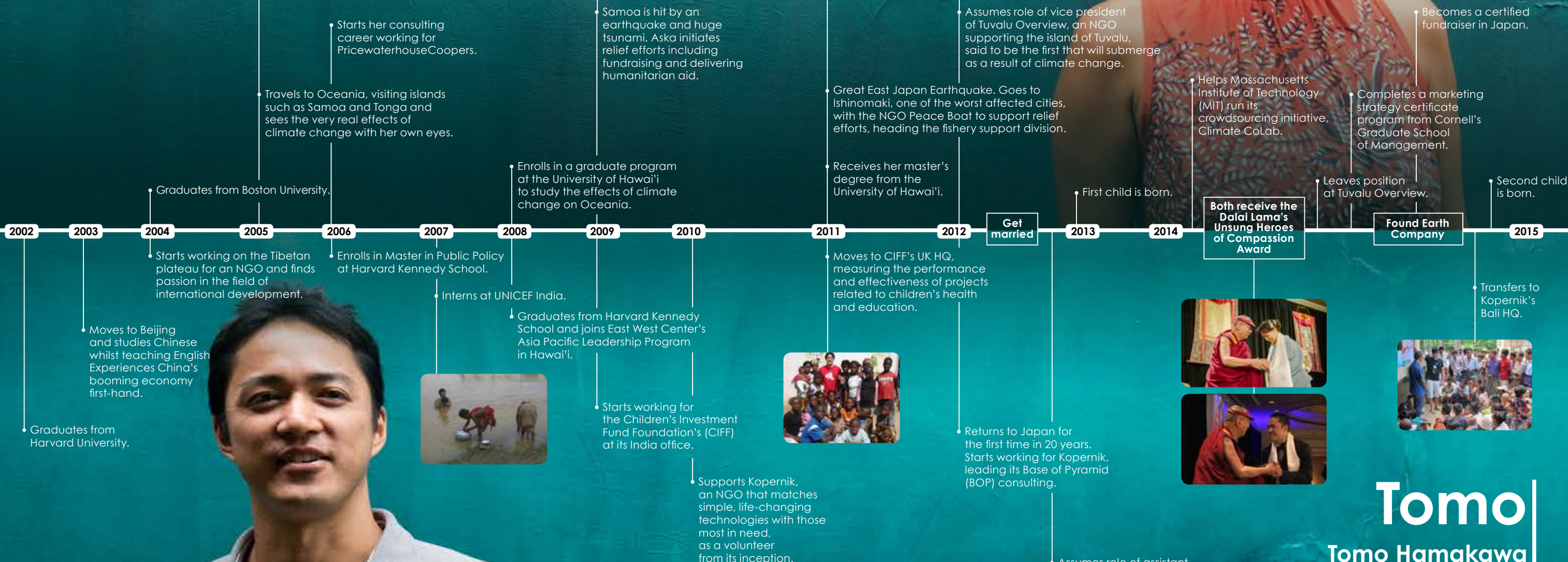
# Aska

## Aska Hamakawa

Executive Director / Co-Founder

### Expertise:

Having spent extensive time in Samoa, Tuvalu, and Hawai'i serving marginalized populations, Aska's expertise lies in the effects of climate change on the Pacific Islands. A former management consultant, she has also dedicated herself to disaster relief efforts in the Asia Pacific and has rich experiences working with nonprofits across Oceania, Japan, and the US.



# Tomo

## Tomo Hamakawa

Managing Director / Co-Founder

### Expertise:

Tomo is a seasoned development professional having lived and worked in various corners of the world from the Tibetan plateau, to the Indian drylands, from the Indonesian tropics, to Japanese metropolises. He has extensive field experience working for international and local development NGOs across Asia and Africa in the areas of health, education and monitoring, evaluation & learning (MEL).



Earth Company's

# Core Activities

Earth Company realizes social change through the three pillars below:

1. Empower: Support social entrepreneurs shaping the future of developing countries
2. Inspire: Nurture the next generation of change-makers
3. Advise: Strengthen social purpose organizations through professional services

## 1 Empower

### Empowering social entrepreneurs in the Asia Pacific

Earth Company selects and supports an Impact Hero once a year - an extraordinarily inspiring change-maker who we believe has the potential to shape the future of the Asia Pacific. We provide tailor-made fundraising, opportunity building, and nonprofit consulting services to Impact Heroes to maximize their potential and fulfill their aspirations.

## 2 Inspire

### Nurturing the next generation of change-makers

Earth Company offers transformative, experiential learning opportunities to students and young professionals to learn first-hand from innovative practices used by social enterprises and understand how they can carve out a career with a strong social purpose.

## 3 Advise

### Strengthening social purpose organizations

Earth Company offers consulting services (including nonprofit management, monitoring and evaluation, etc.) tailored to the needs of social purpose organizations.

***"We do not inherit the earth from our ancestors.  
We borrow it from our children."***

**- A Native American Proverb**

This proverb underlines the philosophy at the very core of Earth Company's existence.

This earth belongs to future generations, and we are merely borrowing it from our children and grand-children. However, the myopic, consumption-oriented economic development in the 20th century has had a catastrophic effect on our world's environment, society, and people.

What kind of a world are we leaving behind for future generations?

Our mission is to secure a brighter future for our world and future generations, by supporting change-makers who are fighting to resolve social and environmental issues in the developing nations of the Asia Pacific region.

## 2014-2015 Projects

Project Type	Period	Person / Organization	Country	Organization description	Earth Company's value-add
Empowering Impact Heroes	2014-2015	Bella Galhos (Founder, Leublora Green School)	Timor-Leste	Timor-Leste's first environmental education facility	Fundraising, Opportunity Building, Nonprofit Management
Nonprofit consulting	2015	Japan Fundraising Association (JFRA)	Japan	Offers certification for fundraisers; holds conferences and publishes white papers on fundraising etc with the aim of increasing donations and social investments	English translation of JFRA's book "A Roadmap to Building a Social Impact Investment Market"
Nonprofit consulting	2015	Yayasan Kota Kita	Indonesia	A nonprofit addressing many of Indonesia's social issues such as urban development and poverty through citizen engagement	Monitoring & Evaluation consulting
Empowering Impact Heroes	2015-2016	Robin Lim (Founder, Bumi Sehat Foundation)	Indonesia, Philippines, and disaster zones around the world	Providing free healthcare for the high-risk pregnant women, mothers and their babies in Indonesia and disaster-struck areas around the world, 24 hours a day, 365 days a year	Fundraising, Opportunity Building



# Earth Company's IMPACT HERO of the Year

## Agents of Hope, Shapers of Tomorrow

*Every year, Earth Company selects one Impact Hero - an exceptional social entrepreneur that has the potential to shape the future of developing countries in the Asia Pacific region.*

*We provide tailor-made fundraising, opportunity building, and nonprofit consulting services throughout the year specifically to maximize the Impact Hero's potential.*

In their journeys around the world, Aska and Tomo, Earth Company's founders, have had the good fortune of encountering extraordinary, heroic talents who are creating social change.

These individuals have a deep understanding of local challenges and cultural nuances. They have also earned the unwavering trust of the communities they serve - more so than any consultant or expert out there. But while these action-driven leaders have the vision and the tools to succeed, they often do not have access to resources required to maximize their impact.

While larger donor organizations often need to prioritize credibility and scale of impact in selecting grantees, Earth Company emphasizes depth over breadth, and quality over quantity.

We believe these exceptional leaders would make a much greater impact if given access to the necessary resources, timely opportunities, and supportive networks. That is why we invest in the future the Impact Heroes are carving out, even if it involves taking on risks with them.

## IMPACT HEROES

Impact Heroes are unique in that they possess, not one or two, but **all** of these characteristics:

1. **Blazing passion and energy**
2. **Earned trust from the community they serve**
3. **Pure motivation to make a difference**
4. **Innate drive to take action against challenges**
5. **Magnetism to attract and mobilize supporters**
6. **Focus on future generations**
7. **Ability to inspire people around the world**

## What does Earth Company do for Impact Heroes?

- ① **Fundraising** : soliciting donations from individuals and companies, as well as writing grant proposals
- ② **Opportunity building** : boosting media presence, developing partnerships and networks

### ① Fundraising

One-time financial support does not ensure sustainable impact. At the same time, long-term support could result in over-reliance. In spite of this conundrum, no one can refute the importance of money to accomplish change. Therefore, aware of the complexity of financial assistance, Earth Company connects individual and corporate donors to specific activities and projects of Impact Heroes that have the strong potential to have a transformative and sustainable impact.

### ② Opportunity building

For social purpose organizations operating in low-resource settings, building their organizational reputation and brand presence are equally as important as fundraising. As such, Earth Company helps its Impact Heroes to boost their media presence and develop strategic partnerships, both within and beyond their organizations' countries of operation. By strengthening their brands and partnership approaches, Earth Company seeks to provide long-term benefits and opportunities to the works of Impact Heroes.

**Earth Company supports one Impact Hero intensively for a whole year, then continues to offer assistance as needed and when possible.**



A life of danger, tragedy,  
sacrifice and determination

From experiencing human trafficking, becoming a child soldier and then a freedom fighter, to infiltrating the enemy, leading a double life, enduring physical and sexual abuse before becoming a refugee, unable to live in her own country...

Bella has sacrificed everything to fight for a better future for her country. Now, finally back in Timor-Leste, she is realizing the change she stands for.

*Fearless*  
*Furious*  
*Fierce*

Timor-Leste / Leublora Green School

Bella Galhos

Timor-Leste / Leublora Green School

58%

Adult literacy rate

10-30%

Primary school age children out of school

45.7%

Population under the age of 15

50%

Population living in poverty

45%

Children under the age of five  
deemed underweight

Timor-Leste: The Current Situation

After more than four centuries of Portuguese rule, Timor-Leste experienced 24 years of Indonesian occupation that resulted in the deaths of 250,000 people and the complete destruction of the country's infrastructure. Timor-Leste is the poorest country in Asia with an average GDP per capita of \$1,900 and with half of the population living in extreme poverty.

Half of Timor-Leste's population is under 15 years of age and the current education system cannot meet their needs. Some estimates suggest that almost a third of children are not attending school. Many adults are not interested in their children's education and development, and it's not unusual to see children roaming the streets alone at 2am. As the country is heavily dependent on oil and as there are predictions that the oil itself will run out in 30 years, it is crucial to find a more sustainable economic model. Education holds the key to this.

Bella's Background

Age 3

Indonesian military invades Timor-Leste. Bella loses her brothers, aunts, and uncles, and her father is detained by the military.

Age 16

Willing to sacrifice her own life for her country, Bella joins the resistance. Many of her friends are killed or captured in the Santa Cruz massacre, leading her to plan her escape from Timor-Leste by infiltrating the Indonesian military.



Age 22

Bella seizes the opportunity to travel to Canada, where she flees the army and is successfully granted political asylum. Serves as a Timorese representative to talk to people around Canada about the struggle in Timor-Leste.

[Bella attending a demonstration]

Age 27

In 1999, Timor-Leste is finally liberated after a national referendum. Long awaited, the chance comes for Bella to return and work for the UN to rebuild her country.

Age 36

Bella receives a scholarship from the US government to study Psychology and Women's Studies at the University of Hawaii.



Age 39

Bella becomes an Advisor to the President of Timor-Leste after finishing her studies in the U.S.

[Bella's Inauguration Ceremony]

Age 42

Bella founds the Leublora Green School.



## Leublora Green School

## Rising from the ashes: learning to nurture through nature

### Timor-Leste's first green school teaches children how to love, nurture and create a more sustainable future

**"This not the time for pessimism. Now is the time to act, precisely because we have a blank slate before us."**

**- Bella Galhos**

Liberated in 2002, Timor-Leste is still recovering from the horrors of occupation. Bella hopes to see the country avoid the beaten path of economic development focused on mass-production and consumerism. She envisions an economic model whereby the people and their environment can co-exist sustainably. The first step towards achieving this dream was to establish the Leublora Green School (LGS), which Earth Company has been supporting since September 2014. Our support included not just the money we raised (\$50,000), but a range of opportunities we created and relationships fostered. LGS opened its doors in May 2015.

#### The first step towards a brighter future and harmonious co-existence with nature

The children growing up in war-torn Timor-Leste are now all too familiar with violence and haven't been given the chance to understand what it is to love. LGS aims to give these children a safe and secure place to be, allowing them to learn for the first time how to care for themselves, others and the natural environment around them. LGS was founded to raise Timor-Leste's leaders of tomorrow, providing them with the wisdom, love and ability to nurture that they'll need to lead the country into a better future.

#### Hands-on learning about the environment

LGS has been built on an 18,000m<sup>2</sup> plot in a farming village 3 hours from the capital, land that Bella inherited from her grandfather. It is the first education facility in Timor-Leste dedicated to teaching and promoting sustainability and ecology in the country. Every weekend, the school runs programs for local children, while during school holidays, students from around the country gather to take part in its Green Camps. Joined by staff from environmental protection NGOs Hasatil and Haburas, the students are given a chance to understand the impact of their relationship with the natural environment through a holistic program of activities that includes organic agriculture, livestock farming, recycling, composting and much more. By eating the vegetables they've grown themselves, the students learn experientially about food and nutrition.

#### Photos from the Field



The school: (Front) classroom, dorm, playground and strawberry field (Back) the on-site restaurant



During weekends, LGS is packed with local children enjoying a course at the school



Even with limited supplies and equipment, the children eagerly participate in activities

#### Concrete steps towards a better future

LGS has become the center of the community for these children. They can't wait for the weekend to participate in the school's green programs. However, the Green Camps are facing difficulties. Because of increased civil unrest, it was only possible to hold two camps in 2015. The difficulty of running an education facility - or any organization for that matter - in a country still scarred by instability is painfully clear.

That said, steady progress is being made, both in the country and at the green school. [Bella's TED talk video](#) was viewed over 10,000 times in six months and enquiries have been pouring in from around the world. Since opening, the school has also had an influx of visitors, including the President and Prime Minister of Timor-Leste, high-level government officials, and visitors from around the world. The school has received a combined \$34,500 in grants and donations from the government, the US Embassy, private foundations and individual donors, while Bella has been invited to speak at numerous conferences.

A documentary featuring LGS was broadcast a number of times across the country. The school was also featured in a documentary by Singapore's Channel Asia News. This has significantly boosted awareness of Bella and LGS both within Timor-Leste and overseas and has vastly expanded the project's support base.

Though LGS was realized and has been so far supported by Bella's own income as the Advisor to the President (sharing her salary with local staff to support projects), the school is now starting to partially fund itself through profits made from an on-site restaurant and by selling crops grown at the school. This year, Bella is reducing her work for the government and committing more of her time to focus on running and developing LGS.

LGS is a step towards a better future for Timor-Leste. At Earth Company, we continue to offer on-going support to the project, playing our part in realizing the hopes and dreams of the young nation of Timor-Leste.

## Earth Company's Support

### Fundraising

# US \$49,600

We have managed to raise this thanks to donations from over 70 individual supporters, mainly from Japan. The school was able to hold its opening ceremony on May 10th 2015. Thank you for your support.

### Opportunity Building

- Produced several promotional materials in Japanese and English
- Media coverage (11 articles)
- Recommended Bella as a speaker for the first TEDxDili, securing her position as the first speaker
- Facilitated collaboration with [The Green School in Bali](#)
- Facilitated visit by Keio University's 'Send out And Learn (SAL)' Project to LGS



#### In a country still recovering from the effects of war...

In August 2015, following the school's opening, the murder of a former resistance guerrilla leader led to increased civil unrest in Timor-Leste. Given the concerns of participants' parents, LGS was forced to cancel the first Green Camp scheduled for that August. Ultimately it was only possible to hold two camps in 2015, far fewer than originally planned. Personal tragedy also hit LGS and the local community. Bella's cousin, who was also a fourteen year old student at LGS, died of alcohol poisoning. Devastated at being unable to save the life of a student the school was designed to help and nurture, the LGS team was reminded of the significance of the school, further strengthening their resolve to make a difference in the lives of the children of Timor-Leste.



#### Revitalizing the local economy and quality of life

With \$10,000 USD support from the Open Technology Institute, a foundation that promotes social justice and equality, LGS has started an initiative to create a local intranet network and offer media training to local students. By creating and sharing content on the local flora and fauna (including strawberries, avocados, herbs, apricots and pumpkins), the project plans to promote the agricultural work of the local women supported by LGS, facilitate the sale of local organic produce and, as a result, improve the local economy and quality of life. This initiative will empower local children by encouraging them to discover the importance of taking pride in their roots and finding confidence in their identities.



#### Future goals and needs

In 2016, LGS aims to deliver 6-8 Green Camps. Although the materials required for 2-3 of these camps have been secured thanks to support from the US Embassy, the plan is to reduce long-term reliance on donations by supplementing nascent income-generating activities by building on-site facilities that will attract new revenue such as a conference hall and an eco-hotel. LGS will also continue fundraising and applying for grants. It looks like a busy year ahead, with plans to run an exchange program for students across the country and to hold festivals in the local area, including the Maubisse Flower Festival. LGS is currently also looking for the support of volunteers to help take some of these initiatives forward.



#### Message from Bella

Thank you for all your kind support. From small beginnings, we are now receiving a wide range of support, from materials to donations, from many individuals and organizations around the world. Timor-Leste is still unstable and faces many challenges. We are doing our best though to overcome these. Your support to help us on this journey is most welcome. With your assistance, we are working to ensure that our children can look forward to a future that is truly full of possibilities.



Living life for love, with love

A child's first classroom is the womb

When babies are brought into this world gently and with love, we are nurturing their capacity to love and trust

As a mother of 8 (with her youngest a 10-year old adopted from a poor family), Robin strives to build world peace one mother, one baby, one family at a time

To do this, she provides the love and medical services mothers and their babies need, free of charge, through her clinic

Love  
Love  
Love

803

Mothers die from complications during pregnancy or birth in the world, every day

300

Pregnant women in the least developed world are 300 more times likely to die than in developed countries.

\$100

The cost of one gentle childbirth for one mother and her baby at Bumi Sehat

\$1200

The daily running cost for the Bumi Sehat Clinic, which experiences over 160,000 patient visits per year

Indonesia / Bumi Sehat Foundation

Robin Lim

Giving birth in a developing country

The maternal mortality rate at birth in Indonesia is the worst among Southeast Asian countries – a staggering 373 deaths per 100,000 births (2013 data). That is 100 times higher than the rate in Japan where it stands at 3.8 deaths per 100,000 births.

Poverty, hunger and malnutrition are key factors behind this high maternal mortality rate. These can lead to premature births, while postpartum hemorrhaging can be fatal. Even if the mother is able to see a doctor, there are issues stemming from medical treatment that prioritizes hospital efficiency over the health of the mothers and their unborn babies. For example, mothers can be forced to give birth on a schedule by being given drugs to artificially induce labor or by being forced to have unnecessary caesarean sections.

Robin's Background

Age 0

Born in 1956 in Luzon Island, Philippines, to an American father and Filipino mother.



Age 19

Gives birth gently to a girl at home. Goes back to college, carrying her young baby to classes.

Age 24

Gives birth to second child. Moves from California to Hawaii and becomes a teacher. Robin's husband leaves and she becomes a single mother. Writes a book on childbirth.

Age 34

Robin's younger sister dies from complications during pregnancy, having been turned away by a doctor who was too busy to see her. She is moved to devote her life to being a midwife.

Age 36

Remarries, moves to Bali and gives birth to her sixth child. Her services as a midwife much in demand in the local area, Robin and some Balinese women start to work together to provide midwifery services day and night to those who couldn't otherwise afford it.

Age 49

Opens the Bumi Sehat Clinic in Bali. In the same year provides emergency support after the Sumatra Quake, and sets up the Aceh Clinic. One year later Robin receives the Alexander Langer International Peace Award in Italy, and the following year adopts a child in poor health.



Age 55

Awarded CNN's title "Hero of the Year". All the award money received is put towards the construction of the new clinic. Two years later, Robin provides emergency support after typhoon Haiyan in the Philippines, and sets up a clinic there.

Age 59

Receives the coveted "Bayanihan Peace-builders Award" with the Bumi-Wadiah disaster relief team from the President of the Philippines. To this date an author of 19 books and mother of 8.



Bumi Sehat Foundation

# Selfless and tireless dedication to pregnant mothers

Committed to saving every life possible through safe childbirth and maternal care

In 1992, in a small Balinese village without a paved road and with only limited electricity, an elderly midwife spoke his final words: "In ten days time, my successor will come." And with that thought, he passed away. Ten days later, still carrying her unborn fifth child, Robin and her family visited the very same village.

Two years previously, Robin's younger sister and the unborn child she was carrying were both lost to complications related to pregnancy. Robin's sister could have been saved, but in a busy hospital the doctors were too busy to see her when she became worried about her condition. This tragedy made Robin realize that life is indeed finite, but that her life had a greater purpose - to live a life for love in service to others. At that moment, she decided to dedicate her life to protecting mothers, babies and their families.

Still recovering from the birth of her fifth child, Robin found herself inundated with requests from villagers asking for her help. She soon realized that, particularly in developing countries like Indonesia, deaths such as her sister's were far from rare. Following this realization, Robin returned to study midwifery in the US, and in 1995 began practicing as a certified professional midwife. Over the past 20 years, Robin has worked across borders touching countless lives. In Bali, she has come to be known as 'Ibu Robin', or 'Mother Robin' by the adoring people around her.

## Bumi Sehat: beyond a birthing clinic

Robin believes that healthcare is a basic human right and, as such, Bumi Sehat provides free healthcare, 24 hours a day, 365 days a week, to all who might need it, irrespective of their financial status, religion, or level of illness. Focused on providing gentle and natural childbirth, Bumi Sehat clinics across Indonesia, the Philippines and disaster-struck areas around the world have safely delivered over 8,000 babies.

## Photos from the Field



June 2016: A woman gives birth in a Bumi Sehat emergency clinic tent after the Nepal Earthquake.



Ibu Robin - a mother figure to all mothers, babies and community members



This is the acupuncture room at the Bali clinic in which expectant mothers receive pre-birth treatment. 20 years old, the building can no longer keep out the rain.

While it started out as a small clinic, Bumi Sehat today not only offers a wide range of health services from general medical treatments, eye checkups and home visits to alternative therapies such as acupuncture and traditional Chinese medicine. It also provides care for the elderly, training and scholarships for midwives and even coordinates youth education and local recycling programs.

## Care in the true sense of the word

Bumi Sehat is passionate about protecting mothers and babies, no matter what their situation. If a pregnant woman is poor or malnourished, they will visit her home after birth to check on her, provide food and clothes, and even help the family to find work. If a couple have had a stillbirth and can't afford the burial, Bumi Sehat will step in to cover the costs. If they find out that a mother cannot take their newborn home in local clinics because she is unable to pay the medical fees in full, Bumi Sehat will pay the bill and ensure the mother and baby return home safely.

This goes far beyond what a regular maternal health clinic provides. For someone like Robin, who has dedicated her life to serving others, there is no option but to provide this level of care.

## New clinic, greater possibilities

Bumi Sehat is now building a new community health clinic in Bali to increase capacity and serve more people in need. In order to meet the costs of building the new clinic, it may have to cut its operating costs for 2016. In order to avoid this, Earth Company has been fundraising and supporting the project through boosting media coverage, forging new partnerships, and submitting grant applications. We have agreed to give the project our full support through these activities for a whole year until June 2016.

## Earth Company's Support (as of March 2016)

Money raised so far

US \$33,600

The current Bali clinic struggles to keep up with demand. When there is a new or full moon, a line of expectant mothers in labor can be seen waiting their turn outside the birthing rooms. The new clinic will more than triple the number of deliveries that the clinic can support. There is still a US \$250,000 funding shortfall for the new clinic, but a number of organizations from around the world are collaborating to address this need. Earth Company's goal is to raise US \$100,000 for the new clinic.



## Reuniting mother and baby

Yeti and Muliono were an extremely poor couple living in the slums of Bali. Blessed with twins, they had been visiting Bumi Sehat for prenatal checkups, walking for several hours to reach the clinic, knowing that Yeti could give birth for free at the clinic when the time came. However, Yeti ended up going into labor one day on the street on the way to Bumi Sehat. Unable to get there in time, she ended up giving birth in a nearby local birth center. The couple found that they were only able to pay the medical fees for one of the twins and as a result, the clinic only let them take one baby home. When Robin bumped into Muliono by chance a few weeks later, he broke down and told her what had happened. Horrified, Robin immediately went to the clinic in question together with Muliono, but the baby was nowhere to be found. Miraculously, with the help of a lawyer, Robin was able to help them track down their baby on another island and ensure his safe return.



## Providing scholarships to train midwives in areas that most need them

The area where Sabita lived in Nepal was the hardest hit in the destructive 2015 earthquake. Her husband's family's house was crushed in the quake, killing her grandfather and completely paralyzing her father-in-law. Sabita herself miscarried her own baby in the days following the first big earthquake due to lack of food, water and shelter. Despite this, Sabita had been looking after everyone as a paramedic at a health center, working day and night. When the Bumi Sehat team met her, it didn't take long for them to decide to offer her a scholarship. She is now studying hard at nursing school in order to become a midwife. Thanks to the heartfelt support of donors, Sabita has been able to move forward and start shaping her own life in a positive direction.



## Bumi Sehat's Future

Bumi Sehat's new Bali clinic is currently under construction and is scheduled to open in August 2016. Following a sponsor's request, there are also plans to open a small clinic on the island of Palawan in the Philippines. Going forward, the focus will be on making plans to ensure Bumi Sehat's long-term future. Having been funded solely by donations for the past 20 years, Robin's prime concern has always been how to continue funding the clinics' operations. She is now looking to move beyond this to more long-term, secure funding. In particular, efforts will be made to ensure that the people who work so hard to provide Bumi Sehat's services - its midwives, nurses and doctors - are able to receive a steady income appropriate for the amazing work they do.



## Message from Robin

Your kind and generous support makes it possible for us at Bumi Sehat to do the work that we love. We are the hands, but you are the heart that, through your donations, enables us to do our work. Many of our donors specify how they would like their donation to be spent, for example, to support our scholarships, to go towards construction costs, or to pay the medical fees for those who can't afford it. I believe it is incredibly important to honor these requests, and this transparency is the reason we have been able to continue to run Bumi Sehat on donations alone for such a long time. Please accept my sincere gratitude to you all. Thank you, with all my love.



# Our Work Style

Flexible, personal and across time zones

Earth Company is a collective of digital nomads. Without a fixed location or office, the aim is to make the most of the technologies now available to us to work in whatever place and at whatever time suits us. An attractive option to many, an estimated 30% of the US labour force are now considered digital nomads.

At Earth Company, we want to create an environment in which our core team of eight individuals, spread out across four continents, can maximise their potential. This, for us, means respecting a work style that suits their own lifestyles and circumstances. If you need to be home or work unusual hours because you have childcare commitments, or if you move to an area that means you have can only work remotely, it shouldn't limit the impact you can have through your work. This flexible work style gives individuals the opportunity to do rewarding work whilst enabling us to work with highly capable individuals whose talent and experience might otherwise be wasted.



Many of our team members engage in projects across a diverse range of industries, which brings valuable perspectives and new insights to our work at Earth Company. We believe this is the work style of the future.

Of course this doesn't come without its challenges, but we're committed to using the technology available as best we can to ensure that we are connected, and feel as such. We bring the team together at least once a year in the form of a staff retreat in Bali, to ensure that we get that valuable time together in person, to reflect on the past year, plan for the future, reaffirm our mission, and to grow collectively as a team.

Work-life balance will play a crucial role in a sustainable future, and that is why we feel that we ourselves must take the lead in showing how it can be done!



## Nomad-working Ubud Style Co-working in Bali

Did you know that Bali is becoming a hub of social innovation? From the world-famous Green School to award-winning social enterprises like Kopernik and Bumi Sehat, Bali attracts and nurtures social entrepreneurs from around the world. Combined with the unique local culture and breath-taking nature, the "Island of Gods" is home to a number of innovative ventures today.

One of the key factors in the creation of such a social entrepreneurial community is the emergence of 10 or so co-working spaces that have sprung up in the past few years in Bali. Both short-term guests and long-term residents work out of these shared economy platforms not just to keep each other company, but to exchange ideas and collaborate with like-minded individuals.

The Earth Company team in Bali is fortunate to be housed at the Onion Collective for free thanks to the generosity and support of its founder, Mark Kuan. Nestled in the heart of Ubud, the Onion Collective is a co-working office for designers, developers, copywriters, and marketers, with a pool, restaurant, and guest rooms attached. Earth Company is grateful for not only the physical space, but also the creative spirit that the Onion offers.



© Raphael Olivier



# Earth Company Family

- ① Title
- ② Current home
- ③ Short profile



The Company Clown

## Yoko Oishi

- ① Donor Relations Manager
- ② Tokyo, Japan
- ③ Yoko is a PhD candidate in economics at the National Graduate Institute for Policy Studies and has completed Tokyo University's Global Health Leadership Program.



The Master

## Noriko Komatsu

- ① Marketing Manager
- ② Nagano, Japan
- ③ Noriko has extensive experience in career consulting, human resource development, and communications and is a qualified international master of "Food as Medicine", sommelier and vegetable sommelier, all whilst bringing up two children.



The Caretaker

## Yukari Takizawa

- ① Tokyo Office Manager
- ② Tokyo, Japan
- ③ Yukari has diverse experience from working for the Swiss financial firm UBS, managing academic programs at the Tokyo University, to operations at the Harvard Business School Japan Research Center.



The Hungry One

## Yohei Ueda

- ① In-House Writer
- ② Tokyo, Japan
- ③ Yohei is a former magazine editor for a major Japanese publisher who recently made a career shift to the solar industry.



The Geek

## Asami Kawamoto

- ① Board Member
- ② San Francisco, US
- ③ After working at Japan's largest trading company Mitsubishi Corp., Asami became a founding member of an innovative international school in Japan. She now manages several projects in the field of education x technology.



The Free Spirit

## Miori Oka

- ① Board Member
- ② Malmö, Sweden
- ③ A graduate of Keio University and Harvard Graduate School of Education, Miori's impressive career spans from the Bank of Japan, Ashoka Japan, to refugee-supporting organizations.



The Hippie

## Aska Hamakawa

- ① Executive Director / Co-Founder
- ② Tokyo and Bali
- ③ A former management consultant, R&B singer, and Tahitian dancer, Aska is a mother of two, Microsoft Excel master, certified fundraiser with expertise in climate change and the Pacific Islands.



The Neo-Hippie

## Tomo Hamakawa

- ① Managing Director / Co-Founder
- ② Tokyo and Bali
- ③ After obtaining bachelor and master degrees from Harvard, Tomo ditched the typical elite path and dove into a career in nonprofit management and social innovation.





# Projects in the Pipeline

## 1 Empower

### Earth Company's IMPACT HERO of the Year 2017

Following Bella Galhos in 2015 and Robin Lim in 2016, we will be selecting a new Impact Hero - someone we believe has the potential to shape the future of developing countries in the Asia Pacific - to support in 2017. As with previous Impact Heroes, we will provide support through fundraising and comprehensive opportunity building including publicity, and building partnerships with corporations and NGOs. We are currently in the process of selecting our next Impact Hero, so please stay tuned!

## 2 Inspire

### The following educational programs are planned for 2016:

#### ● Diversity Voyage in Bali with GiFT (August 2016):

In partnership with a Japanese organization called GiFT, Earth Company will deliver an interactive global citizens educational program in which Japanese students from Toyo University and Indonesian students from Udayana University will come together to propose solutions to social challenges in Bali.

#### ● Social Innovation Study Tour in Bali (September 2016):

From the world-famous Green School to the award-winning social enterprises like Kopernik and Bumi Sehat, Bali attracts and nurtures social entrepreneurs from around the world. We will be organizing a unique five-day experience in the form of a Social Innovation Study Tour to experience these innovative ventures and the eco-minded, socially oriented community that they create.

## 3 Advise

### Strengthening social purpose organizations

Earth Company offers tailored consulting services to social purpose organizations with the aim to amplify the impact of their work. In addition to ongoing advisory work, in 2016 we will be acting as an advisor for the GAKKO Project and mentor for the Amani Institute.

## How to get involved

At Earth Company, we are always looking for partners, sponsors, and potential Impact Heroes. Please see below for ideas on different ways to get involved.

### Make a Donation

#### Support Earth Company's Activities

##### Become a monthly supporter

We will be introducing a monthly supporter scheme to help support the work that we do here at Earth Company. If you would like to know more, please get in touch at [info@earthcompany.jp](mailto:info@earthcompany.jp).

##### Bank Transfer

Bank Name	MIZUHO BANK, LTD.
Swift/BIC Code	MHCBJPJT
Branch name	EBISU-GARDEN
Account Number	625-1087871
Recipient	EARTH COMPANY

##### Credit Card

You can find a link to donate on our homepage.

#### Support Our Impact Heroes Directly

- ▶ Please contact [santanatimorleste@gmail.com](mailto:santanatimorleste@gmail.com) for more details on how to make a donation directly to Leublora Green School.
- ▶ For more details on how to make a donation directly to Bumi Sehat, please visit [www.bumisehatfoundation.org](http://www.bumisehatfoundation.org).

## Other ways to get involved

#### Translators (mid-long term)

At Earth Company we are always looking for talented bilinguals who can help us communicate our messages in both English and Japanese. Please get in touch if you think you are interested in supporting us in this way.

#### Yours skills : Our needs

If you are inspired by our work and think you could support our activities with your skills and experience we'd be very pleased to hear from you (contact details below)!

#### Impact Hero nomination or application

We are always looking for future Impact Heroes, so please nominate should someone in your circle fit the Impact Hero criteria, or get in touch if you yourself think you could be our next Impact Hero!

## Inquiries

For any questions regarding donations, please get in touch with us at [donation@earthcompany.jp](mailto:donation@earthcompany.jp) or call our Tokyo Office on **03-6753-1558**.

For any other enquiries, please contact us at [info@earthcompany.jp](mailto:info@earthcompany.jp).



# Statement of Income

## 1. Statement of Income

[Inc. Tax] (Unit: JPY)  
1 January 2015 – 31 December 2015

Item			Amount
Ordinary Income	Donations	Donations	5,462,223
		Consulting Service Revenue	491,673
		Event and Incidental Revenue	368,500
		Other Business Revenue	150,000
		Earned Interest	50,750
		Miscellaneous income	60,800
	Total Ordinary Income		6,583,946
Ordinary Expenses	Business Expenses	Donations Expenses	5,686,946
		Purchase of Goods	155,366
		Outsourcing Expenses	474,680
		Meeting Expenses	93,797
		Travel Expenses	598,265
		Communication Expenses	198,984
		Office Supplies Expenses	97,284
		Rent Expenses	183,371
		Advertising Expenses	120,619
		Entertainment Expenses	349,290
		Book Expenses	1,080
		Lease Expenses	32,400
		Taxes and Dues	4,400
		Commission Fee	428,230
		Miscellaneous Expenses	30,007
		Total Business Expenses	8,454,719
	Administrative Expenses	Commission Fee	124,619
		Total Administrative Expenses	124,619
	Total Ordinary Expenses		8,579,338
	Total Ordinary Income – Total Ordinary Expenses		
Extraordinary Income	Total Extraordinary Income		0
Extraordinary Expenses	Total Extraordinary Expenses		0
Change in Net Assets (Before tax)			△ 1,995,392
Income Taxes			11,600
Change in Net Assets			△ 2,006,992
Net Assets Brought Forward			1,997,021
Net Assets Carried Forward			△ 9,971

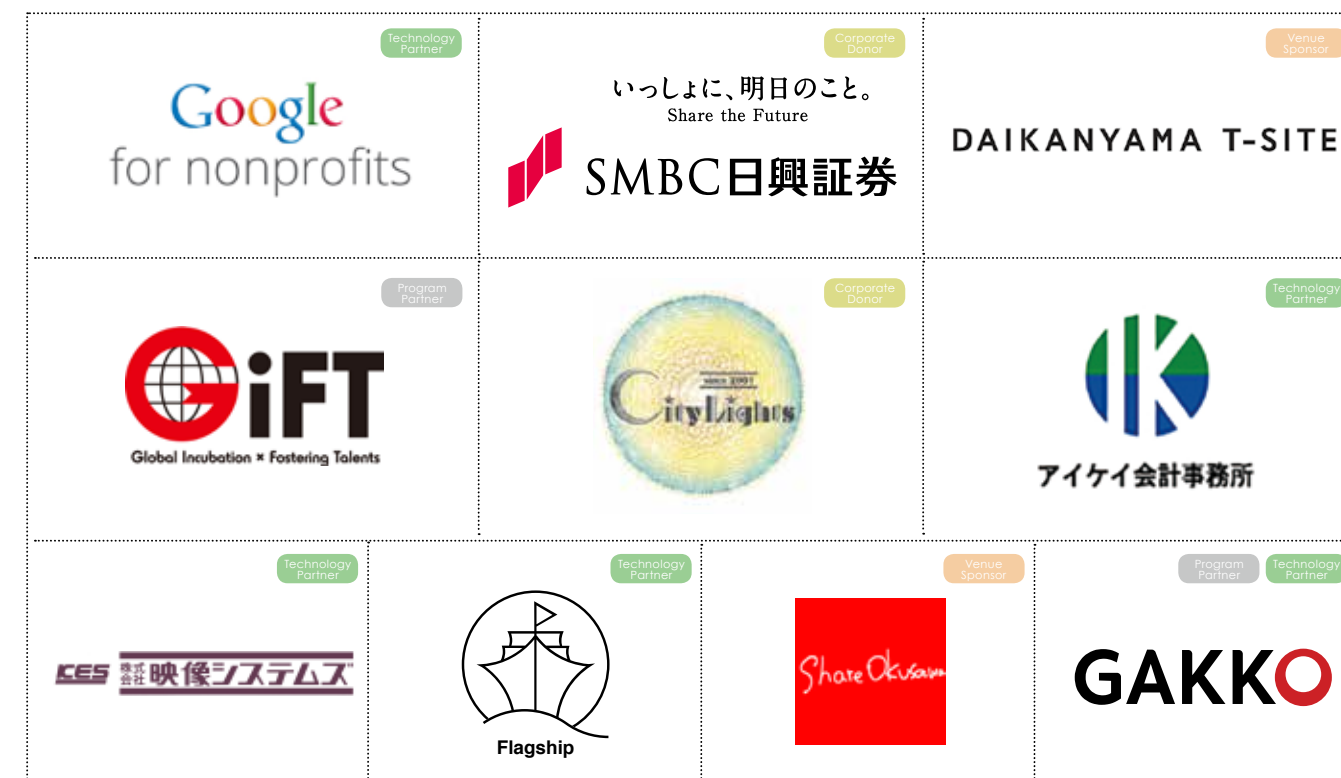
## 2. Balance Sheet

[Inc. Tax] (Unit: Yen)  
As of 31 December 2015

Item			Amount	Item			Amount
Assets	Current Assets	Cash	27,398	Liabilities	Current Liabilities	Short-term loans payable	2,000,000
		Deposits	4,311,770			Accounts Payable	4,017,585
		Accounts Receivable	1,281,675			Total Current Liabilities	6,017,585
		Inventory Goods	292,087			Total Liabilities	6,017,585
		Advances Paid	94,684	Net Assets	Net Assets	Net Assets Brought Forward	1,997,021
		Total Current Assets	6,007,614			Change in Net Assets	△ 2,006,992
			Total Net Assets			△ 9,971	
	Total Assets		6,007,614		Total Net Assets		△ 9,971
			Total Liabilities and Net Assets		6,007,614		

\*Amounts shown in USD in this Annual Report are calculated at 1 USD = 100 JPY

# Our key sponsors and partners



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Azabudai 3-1-6, Minato-ku, 106-0041

**TEL** 03-6753-1558 (Tokyo Office)

**Email** info@earthcompany.jp

**Website** www.earthcompany.info

**Facebook** https://www.facebook.com/EarthCompanyJP